

Message Text

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PAGE 01 STATE 011831

60

ORIGIN COME-00

INFO OCT-01 ARA-16 ISO-00 SS-20 EB-11 CIAE-00 INR-10

NSAE-00 RSC-01 /059 R

66610

DRAFTED BY: COM/BIC/OED/MEPD:WCORFIZTEN

APPROVED BY: EB/OCA/REP:LAKLIEFORTH

COM/BIC/OED/MEPD:JHMSANDS DIR

COM/BIC/OED/260:S CONGER

COM/BIC/OIM;TBREWER (SUBS)

STATE/ARA/NC:MFORRESTER

COM/BIC/OED:262:SLEON

----- 020220

P 182121Z JAN 74

FM SECSTATE WASHDC

TO AMEMBASSY CARACAS PRIORITY

UNCLAS STATE 011831

E.O. 11652: N/A

TAGS: BEXP, VE

SUBJ: SALE OF SIMULTANEOUS INTERPRETATION EQUIPMENT

FOR: DICK GRAHAM

1. MR. H. CONWAY, PRESIDENT OF ROUND HILL-IVC INC, GREENWICH, CONN., NOTIFIED COMMERCE THAT HE WILL ARRIVE CARACAS THE AFTERNOON OF 18 JANUARY TO NEGOTIATE THE SALE OF U.S. SIMULTANEOUS INTERPRETATION EQUIPMENT TO GOV. COST OF THIS SYSTEM IS ONE HALF MILLION U.S. DOLLARS.

2) ACCORDING TO CONWAY, GOV WILL HOST UN CONGRESS ON LAW OF THE SEA SCHEDULED TO CONVENE IN VENEZUELA THIS SUMMER. FOREIGN COMPETITION (LED BY PHILLIPS) IS FIERCE. CONWAY CLAIMS THAT: (A) HE CAN MATCH TERMS AND CONDITIONS OFFERED BY COMPETITORS, AND (B) ONLY HE CAN INSTALL A WORKING SYSTEM BY OPENING DATE OF THE CONFERENCE.

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3. CONWAY IS FAVORABLY KNOWN TO COMMERCE. ROUND HILL

EQUIPMENT IS BELIEVED TO BE EXCELLENT.

4. MR. CONWAY WILL CONTACT EMBASSY SOONEST. WE WOULD APPRECIATE WHATEVER ASSISTANCE EMBASSY CAN PROVIDE TO HELP WIN SALE FOR AMERICAN FIRM. RUSH

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
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Copy: SINGLE
Draft Date: 18 JAN 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974STATE011831
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Document Unique ID: 00
Drafter: COM/BIC/OED/MEPD:WCORFIZTEN
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: n/a
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
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Original Previous Classification: n/a
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30 JUN 2005

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Subject: SALE OF SIMULTANEOUS INTERPRETATION EQUIPMENT FOR: DICK GRAHAM
TAGS: BEXP, VE
To: CARACAS
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005